

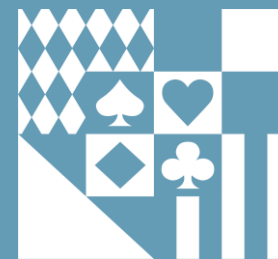
# HOLLYWOOD

## Casino®

### AT THE MEADOWS

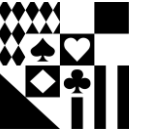
In re: Washington Trotting Association, LLC  
License Renewal Public Input Hearing

MARCH 15, 2022  
OHA Docket # 10204-2022



BARSTOOL  
SPORTSBOOK





# Presenter Introductions

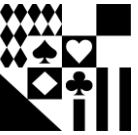
**Tony Frabbiele**, Vice President and General Manager

**Ben Kowalski**, Vice President of Casino Operations

**Kim Rego**, Vice President of Human Resources

# Leadership Team

Tony Frabbiele, Vice President / GM



Tony Frabbiele  
Vice President / GM

Rahul Kaushik  
Vice President of Marketing

Christine Choi  
Director of Marketing

Adam Komorowski  
Director of Security

Ben Kowalski  
Vice President of Casino Ops

Aaron Cromwell  
Director of Planning & Analysis

Scott Lishia  
Director of Racing

Kim Rego  
Vice President of Human Resources

Steve Hartmann  
Director of Player Development

Nick Tabb  
Multi-property Director of IT

Rob Schoell  
Vice President of Non-Gaming Ops

Alex Hvizda  
Director of Compliance

Tim Timko  
Director of Surveillance

Kendra Stronach  
Vice President of Finance / CFO



**Tony Frabbiele, Vice President / GM**



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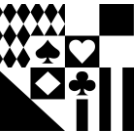


# Investments & Improvements

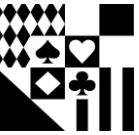
Tony Frabbiele, Vice President / GM



- 05/15/2021
  - myHeroes Launch
- 07/20/2021
  - Cardless, Cashless, Contactless Slots Launch (\$1.8M)
- 08/20/2021
  - Embers Lounge Launch (\$213,000)
- 10/12/2021
  - Cardless, Cashless, Contactless Tables Launch
- 10/15/2021
  - Hollywood Casino at The Meadows Re-brand (\$756K)





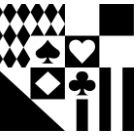


- Spring 2022
  - Barstool Sports Campus Launch (\$6.8M)

# Investments & Improvements

Tony Frabbiele, Vice President / GM





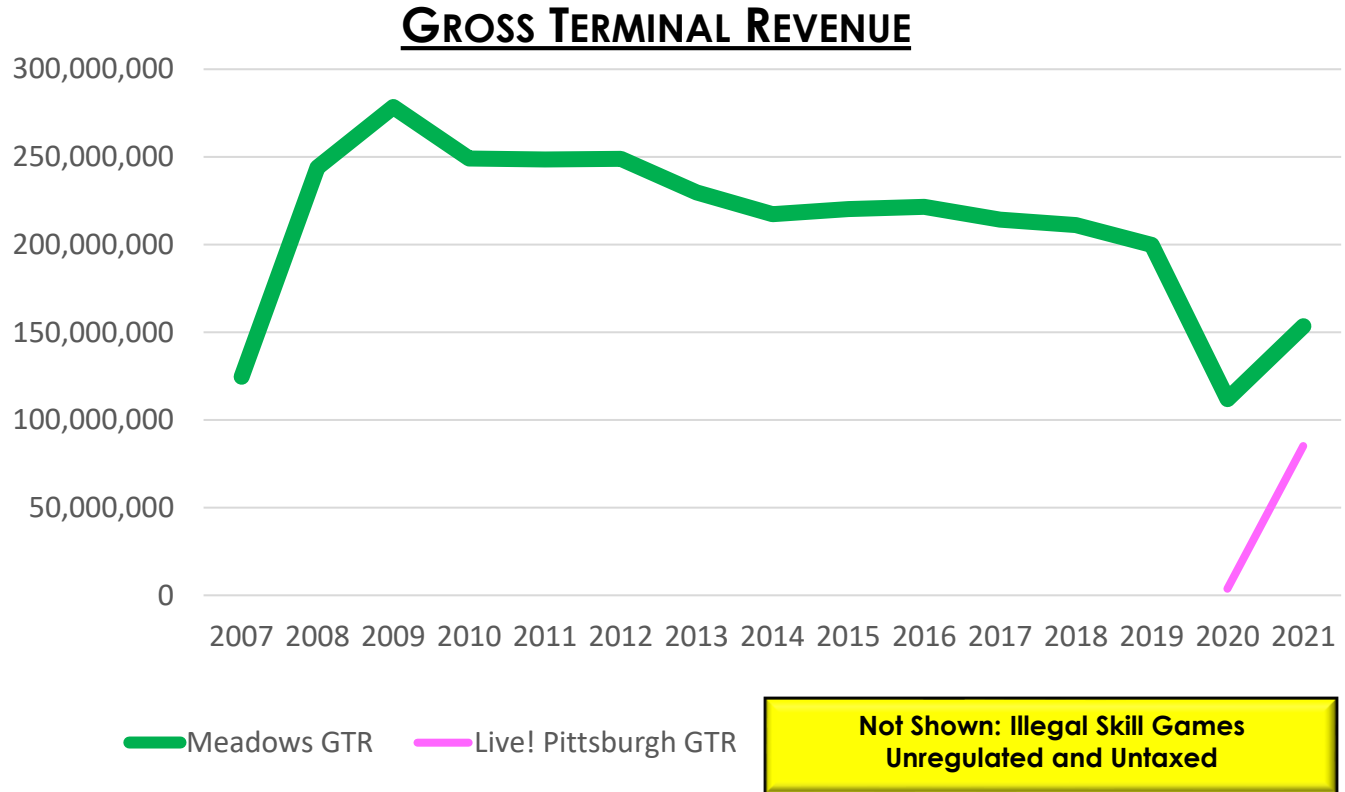
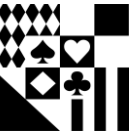
# By The Numbers

Tony Frabbiele, Vice President / GM

- **\$3.54B** Gross Gaming Revenue since 2007
- **\$2.02B** Gaming/Racing Taxes and Fees Paid
  - \$1.13B Commonwealth of Pennsylvania
  - \$163.4M Economic Development Fund
  - \$68.0M Administrative Fees to CoP
  - \$213.0M Local Share—Municipal and County
  - \$69.8M Slot & Table Games Initial License Fees
  - \$10.0M Sports Wagering Certificate Fee
  - \$348.8M PA Race Horse Development Fund
  - \$20.8M PA Pari-Mutuel Taxes
- **\$407M** Salaries and Wages paid since 2007
- **\$145M** Benefits paid since 2007
- **\$44.3M** payroll Taxes since 2007
- **\$29.1M** Local and State Vendor Purchasing (annually)
  - \$15.7M In-state Purchases (annually)
  - \$13.4M Allegheny/Washington Purchases (annually)
  - \$1.3M MBE/WBE Purchases (annually)

# Operations Slots

Ben Kowalski, Vice President of Casino Ops

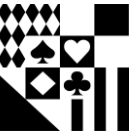


- 2006 slot machines (\$0.01 - \$100 denominations)
- \$4.5M –New Slot Product Investment since Oct. 2018
- 211—New Slots since Oct. 2018
- Non-smoking square footage 50%→60%.

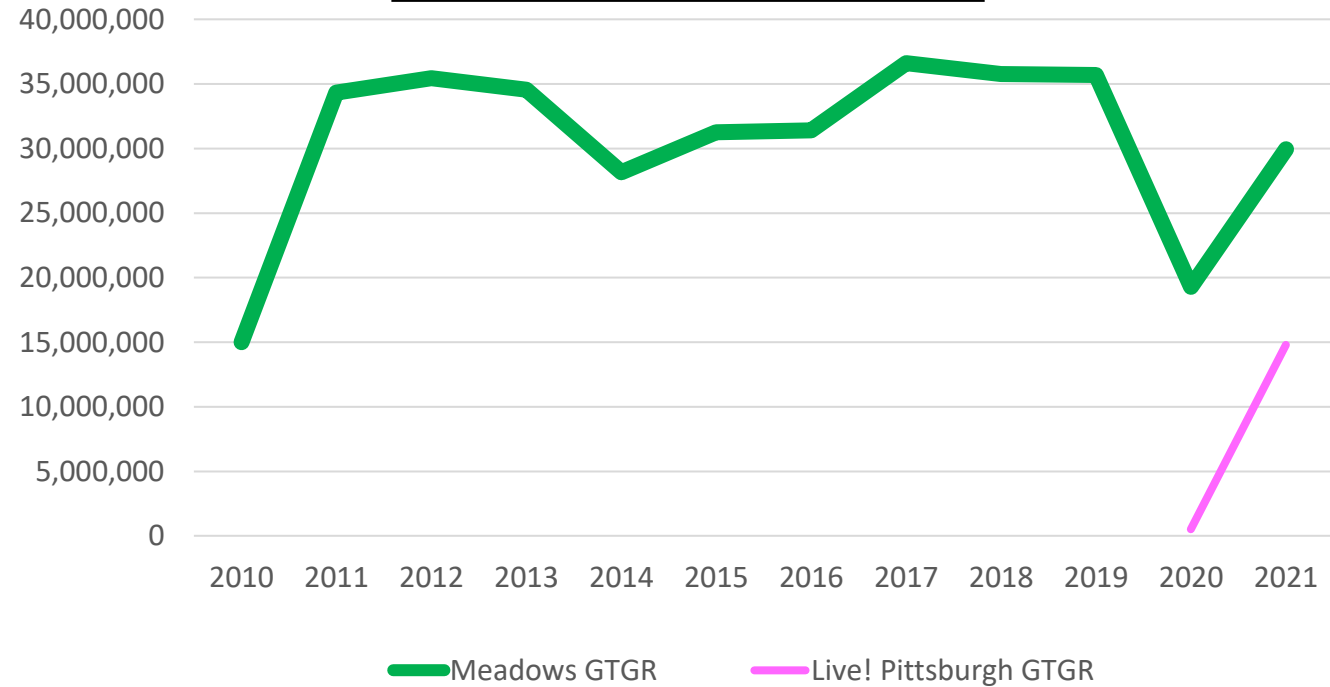


# Operations Tables

Ben Kowalski, Vice President of Casino Ops



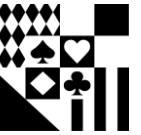
## GROSS TABLE GAMES REVENUE



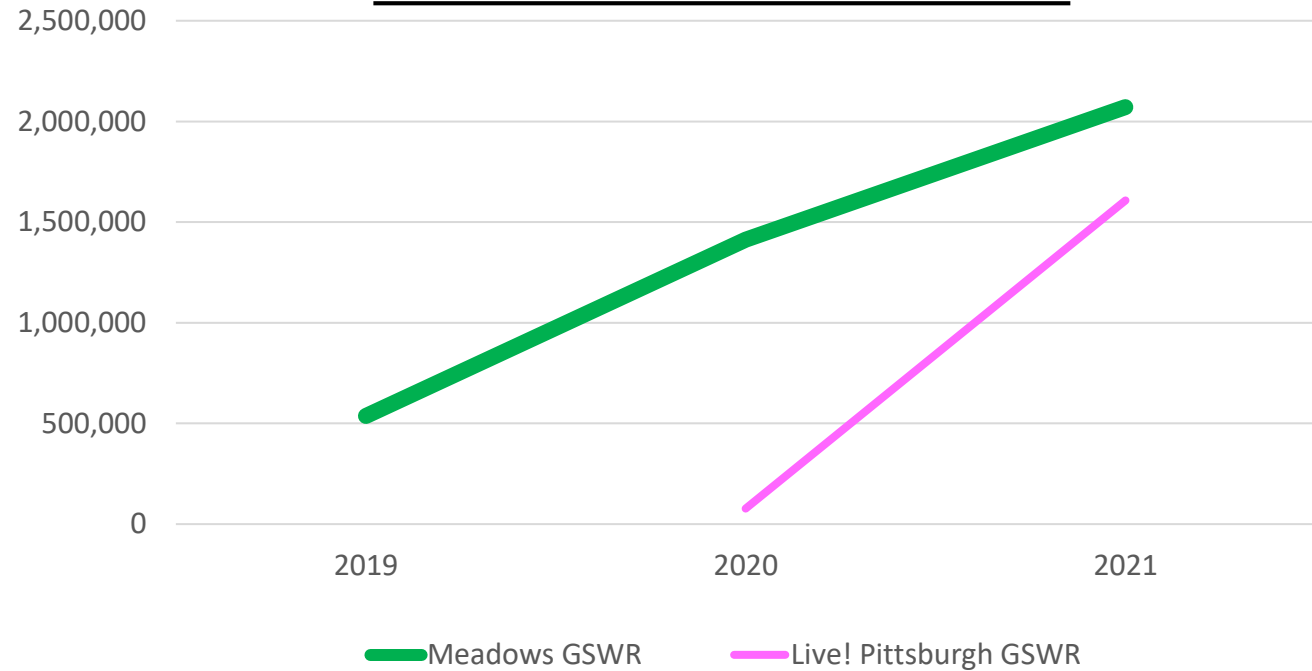
- 84 Table Games (65 banking; 14 poker; 4 fully-automated; 1 dealer-assisted hybrid)
- 195 Employees (as of 12/31/21)
- 87% PA Residents (as of 12/31/21)
- Accelerated training programs
- All new tabletops and operating system
- Coming soon: Aruze Craps & Barstool-themed pit

# Operations Sports

Ben Kowalski, Vice President of Casino Ops



## GROSS SPORTS WAGERING REVENUE

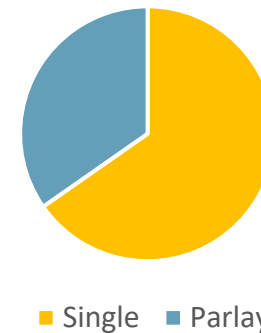


- 5 Teller Windows; 18 self-service kiosks

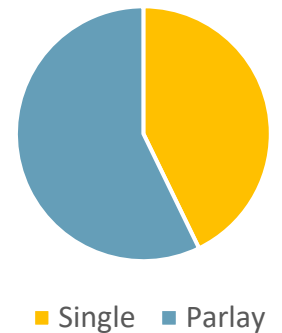
### Top 10 Wagered Events

Sport	Event
American Football	Tampa Bay Buccaneers - Kansas City Chiefs
American Football	Kansas City Chiefs - San Francisco 49ers
American Football	Cincinnati Bengals - Los Angeles Rams
American Football	Pittsburgh Steelers - Cleveland Browns
American Football	Kansas City Chiefs - Buffalo Bills
American Football	Chicago Bears - Minnesota Vikings
American Football	San Francisco 49ers - Green Bay Packers
American Football	Alabama Crimson Tide - Georgia Bulldogs
American Football	Kansas City Chiefs - Cincinnati Bengals
American Football	New Orleans Saints - Tampa Bay Buccaneers

### Wager Amount by Ticket Type



### Ticket Count by Wager Type



# Operations Racing

Ben Kowalski, Vice President of Casino Ops

- \$12M in backside improvements since 2007
- 180+ live race days (only year-round standardbred racing in PA)
- \$143,000 average purse
- \$25.6M annual purses
- \$450,000 Adios Pace for the Orchids
- Stabling for 800 horses
- Now broadcasting in HD





# Operations Non-Gaming

Ben Kowalski, Vice President of Casino Ops



mychoice

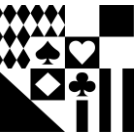
## CORKS & KEGS FEST 2021



SENIOR  
DISCOUNT  
55+

MONDAYS & THURSDAYS  
IN JANUARY

Gambling Problem? Call 1-800-GAMBLER



## The Yard RESTAURANT TAKEOVER

MEADOWS CASINO | OCTOBER 9-11

BRUNCH, DINNER,  
SPECIALTY COCKTAILS  
& BREWS



## Puppies & Pints

October 23 • 4PM-8PM

The Great Pyrenees Club of Western PA is bringing dogs.  
Anyone who donates to the rescue will be given a

FREE APPETIZER OR SHAREABLE  
from that night's menu!



FRIDAY, OCT 18  
THREE DOG NIGHT



SAURDAY, OCT 19  
BILLY OCEAN



## CENTER STAGE DJ PARTY

FRIDAYS IN JANUARY

Gambling Problem? Call 1-800-GAMBLER



AUGUST 22

FRIDAY, OCT 11  
THE COMMODORES



SAURDAY, OCT 12  
PIANO MEN



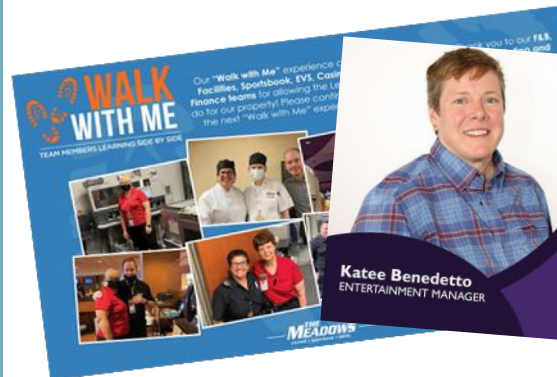
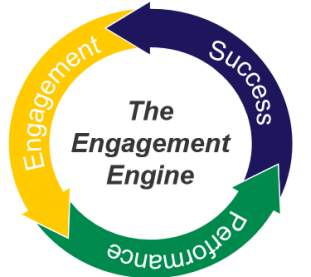
# Our People

Kim Rego, Vice President of Human Resources

- 660 Team Members
  - 43% Female
  - 10% Racial Minority
  - 92% PA residents
- Managerial/professional
  - 34% Female
  - 12% Racial Minority
- 226 New Hires (2021)

Starting Rate % Increase (Pre vs. Post COVID)	Meadows
Security Officer	18%
Cage Cashier	12%
Count Team Member	10.4%

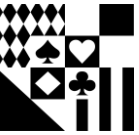
- BENEFITS
  - 401K, MEDICAL, DENTAL, VISION
  - PAID TIME OFF
  - BONUS PROGRAMS
  - TUITION REIMBURSEMENT
  - DISCOUNTS / REBATES
  - PROFESSIONAL DEVELOPMENT
  - FREE, ON-SITE TABLE GAMES DEALER TRAINING



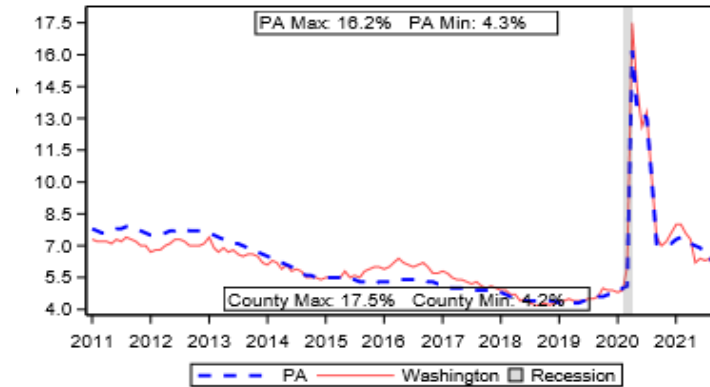


# Our People

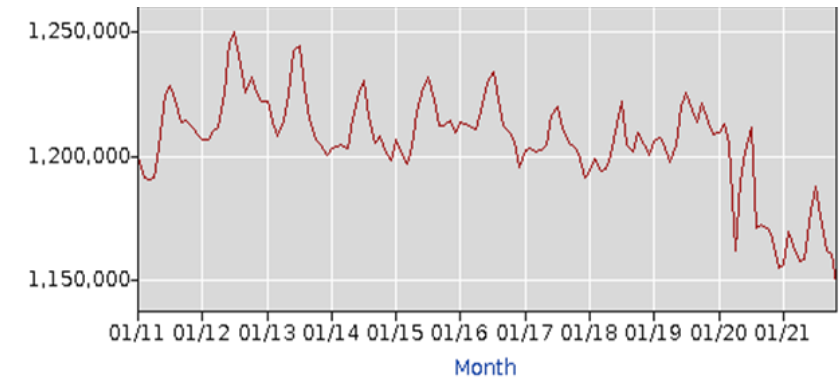
Kim Rego, Vice President of Human Resources



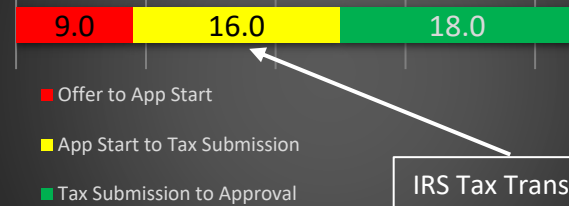
## Unemployment Rate – 4.2%



## Workforce Size



## Licensing Process - Application to Approval

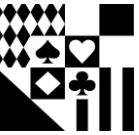


- There are now 2.2 million more job openings than there are unemployed workers in the economy.
- 1 in 67 jobs was remote pre-pandemic, today it's 1 in 7 (not hospitality)



mychoice

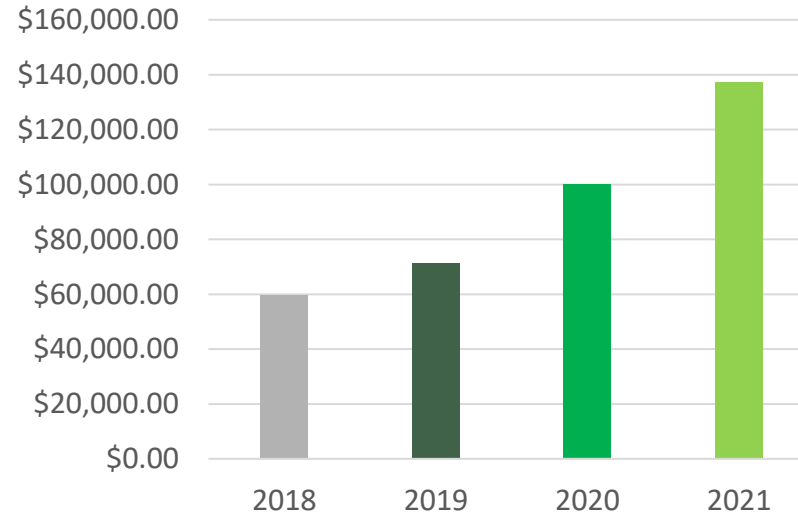




# Our Community

Tony Frabbiele, Vice President / GM

## Charitable Contributions



- **\$36,292**—American Cancer Society
- **\$35,644**—Washington County Food Bank
- **\$26,890**—Veterans Leadership Program
- **\$7,717**—Washington Area Humane Society



# Our Community

Tony Frabbiele, Vice President / GM



mychoice

## GAMBLING PROBLEM? CALL 1-800-GAMBLER FOR HELP.



Pennsylvania Gaming Control Board



Point phone camera here ➡  
and tap the link that appears.

Brochures and additional information  
are available at Cashier's Cage.

**\$20,000**—Annual Sponsorship  
Council on Compulsive Gambling of PA



### CITY MISSION RECENT SUPPORT

The Meadows Casino is excited to announce that we donated the remainder of our items from our recent Team Member Sale to City Mission in Washington, PA. Our donations totaled more than **\$12,000** and will help those in need.

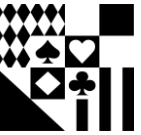
We are honored to be able to give back to the community and support this great organization.



### THE MEADOWS cares



## TEAM MEMBER COVID CARE



- Medical/Pharmacy Benefits Extension
  - March 2020 through August 2020
  - December 2020 through January 2021
  - Waiver of Arrears
- Team Member Emergency Relief Fund
- Team Member Bonus of \$500+
- PTO Sell Back
- Vaccine Clinics with Washington Health

**Medicare Education Event**  
Saturday, October 17th  
at the Meadows Casino  
Derby Room, 1 - 5pm

Do you have Medicare questions?  
Then attend the Free Medicare Education Event.

- Food, beverage, and free T-Shirt (within CMS guidelines)
- Get answers about coverage and COVID-19
- Information Sessions approximately 15 minutes

Review your coverage with people you can trust.  
Talk with our licensed professionals help find a plan that best fit your needs and budget.

724.929.2300 • cscinsurance.com  
4552 Route 51 South • Belle Vernon, PA 15012

Transform a life, and your own

**The Meadows Racetrack Casino Blood Drive**

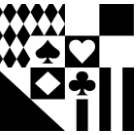
MONDAY, MARCH 29  
9 A.M. TO 2 P.M.  
DELVIN'S  
(PARK IN SOUTH GARAGE ON 4TH FLOOR, FOLLOW SIGNS TO CASINO, TAKE STAIRS OR ESCALATOR DOWN TO DELVIN'S TO THE LEFT)

Vitalant is now testing blood donations for COVID-19 antibodies.  
Learn more at: [vitalant.org/antibodytest](https://vitalant.org/antibodytest)

For more information or to schedule a donation, call 412.209.7000 or visit us on [vitalant.org](https://vitalant.org)  
Find us (please):

To make an appointment:  
• Visit [vitalant.org](https://vitalant.org) and click the "Schedule Now" button. On the new window, choose Donor Login (previous donor) or New Donor (new) (donated with Vitalant before), and search with group code ET22, or  
• Call 412.209.7000

APPOINTMENTS RECOMMENDED  
To save time, complete your health history questionnaire online on the same day as your donation.  
Go to [Vitalant.org](https://vitalant.org), select Donate, then Health History Questionnaire. Bring the form to your appointment.



# Our Community

Tony Frabbiele, Vice President / GM

## UNATTENDED MINORS

- 30+ SIGNS
- 72+ CAMERAS COVERING THE PARKING AREAS AND LOBBIES
- 3 INFRARED HD CAMERAS (SPRING 2022)



### **IT'S THE LAW**

**LEAVING A CHILD OR  
PET UNATTENDED IN A  
MOTOR VEHICLE IS A  
CRIMINAL OFFENSE.**

**VIOLATORS WILL  
BE PROSECUTED.**

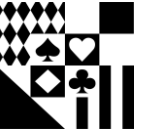
Gambling Problem? Call 1-800-Gambler for help.

### **XNP-6550RH**

**2MP H.265 NW 55x IR PTZ Camera**

- Full HD 2 megapixel Camera (1920 x 1080)
- 2MP 55x optical zoom (4.75~261.4mm)
- Minimum Illumination Color : 0.0003Lux, BW : 0Lux (IR LED On)
- Optical defog / IR viewable length of 500m
- WiseStream II support (Bandwidth reduction of up to 99% when used with H.265)
- IP66 Anti-dust / waterproof, IK10 impact protection





# Questions?